



Legislation Details (With Text)

File #: 18-0123 **Version:** 1

Type: Resolution **Status:** Adopted

File created: 1/29/2018 **In control:** Business, Arts, Workforce, & Aeronautical Services Committee

On agenda: 2/20/2018 **Final action:** 2/20/2018

Title: A resolution approving a proposed Agreement between the City and County of Denver and Norwegian Air Shuttle ASA, Limited, concerning a marketing incentive for a new international destination at Denver International Airport.
Approves a marketing incentive agreement with Norwegian Air Shuttle ASA for fourteen months and a maximum credit amount of \$821,429 to promote a new international air service destination to Paris from Denver International Airport (201735699). The last regularly scheduled Council meeting within the 30-day review period is on 3-12-18. The Committee approved filing this resolution by consent on 2-7-18.

Sponsors:

Indexes: Debra Bartleson

Code sections:

Attachments: 1. RR18 0123 DIA Norwegian Air Marketing Incentive Agreement, 2. 18-0122 Contract_Norwegian Air Shuttle, 3. 18-0122 Filed Resolution_Norwegian Air Shuttle, 4. 18-0123 Contract_Norwegian Air Shuttle, 5. 18-0123 Filed Resolution_Norwegian Air Shuttle, 6. 18-0123_Filed Resolution_Norwegian Air Shuttle, 7. 18-0123 - signed

| Date | Ver. | Action By | Action | Result |
|-----------|------|--|---------------------|--------|
| 2/21/2018 | 1 | Council President | signed | |
| 2/20/2018 | 1 | City Council | adopted | Pass |
| 2/7/2018 | 1 | Business, Arts, Workforce, & Aeronautical Services Committee | approved by consent | |

Contract Request Template (Contracts; IGAs; Leases)

Date Submitted: 01-30-18

Requesting Agency: Denver International Airport
Division:

- **Name:** Aaron Barraza
- **Phone:** (303) 342-2261
- **Email:** Aaron.Barraza@flydenver.com

Item Title & Description:

(Do not delete the following instructions)

*These appear on the Council meeting agenda. Initially, the requesting agency will enter a 2-3 sentence description. Upon bill filling, the City Attorney's Office should enter the title above the description (the title should be in **bold** font).*

*Both the title and description must be entered between the red "title" and "body" below. Do **not** at any time delete the red "title" or "body" markers from this template.*

A resolution approving a proposed Agreement between the City and County of Denver and Norwegian Air Shuttle ASA, Limited, concerning a marketing incentive for a new international destination at Denver International Airport.

Approves a marketing incentive agreement with Norwegian Air Shuttle ASA for fourteen months and a maximum credit amount of \$821,429 to promote a new international air service destination to Paris from Denver International Airport (201735699). The last regularly scheduled Council meeting within the 30-day review period is on 3-12-18. The Committee approved filing this resolution by consent on 2-7-18.

Affected Council District(s) or citywide?

Contract Control Number: 201735699

Vendor/Contractor Name (including any "DBA"): Norwegian Air Shuttle ASA

Type and Scope of services to be performed:

Norwegian Air Shuttle qualifies for an air service incentive because they are initiating scheduled international air service at Denver International Airport (DEN). The incentive provides a maximum of \$821,429.00 in funds available for marketing of this service. Based on the proposed schedule of Norwegian Air Shuttle, they will use approximately \$821,429.00. Norwegian Air Shuttle will develop a marketing plan to promote their new scheduled international air service at DEN, and this marketing plan will be approved by DEN before it is executed.

Location (if applicable):

WBE/MBE/DBE goals that were applied, if applicable (construction, design, Airport concession contracts):

Are WBE/MBE/DBE goals met (if applicable)?

Is the contract new/a renewal/extension or amendment?

Was this contractor selected by competitive process or sole source?

For New contracts

Term of initial contract: Fourteen months

Options for Renewal:

How many renewals (i.e. up to 2 renewals)?

Term of any renewals (i.e. 1 year each):

Cost of initial contract term: \$821,429

Cost of any renewals:

Total contract value council is approving if all renewals exercised:

For Amendments/Renewals Extensions:

Is this a change to cost/pricing; length of term; terms unrelated to time or price (List all that apply)?

If length changing

What was the length of the term of the original contract?

What is the length of the extension/renewal?

What is the revised total term of the contract?

If cost changing

What was the original value of the entire contract prior to this proposed change?

What is the value of the proposed change?

What is the new/revised total value including change?

If terms changing

Describe the change and the reason for it (i.e. compliance with state law, different way of doing business etc.)